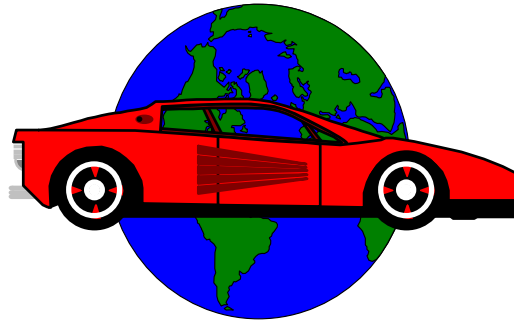
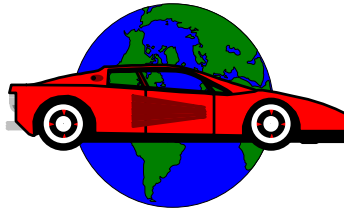




Global POV Contract (GPC II)



DAMT01-02-R-0074
Pre-Proposal Conference
8 April 2003



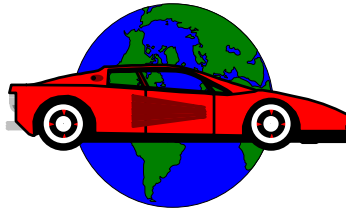
Performance Period

- Two-Year Base Period
- Three One-Year Option Periods
- Five One-Year Award Terms
- Potential 10 Years of Performance



Price Schedules

- Price Schedules (must be completed)
 - Contract Line Items (CLINS) (Page 3)
 - CLIN 0001 = Base Period
 - CLIN 1001 = Option Year 1
 - and so forth...
 - Sub-Line Items (SLINS) (Line Item Pricing Attachment #7)
 - Schedules I through VI
 - Grouped by destination Full/Partial service



Price Schedules (Cont'd)

- Schedules VII thru IX Miscellaneous
 - Drayage
 - Container Stuffing
 - Customs
 - Quality of Life Sites (QOL)
 - Ocean Carriage Pass Thru
 - Out of Pocket



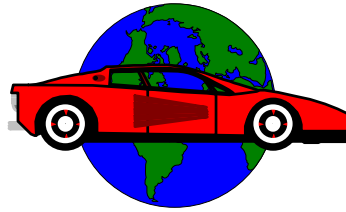
Price Schedules (Cont'd)

- Schedule A - POV Storage
 - Storage CONUS Locations Only
 - Handling In/Out Charges
 - Storage Charge per month
 - Storage Charge per $\frac{1}{2}$ month



Award Process

- Submission of Proposal
 - Capability Statement, includes:
 - Operational capability
 - Management capability
 - Past Performance Documentation
 - Small Business Subcontracting Plan
 - Price Proposal



Award Process (cont'd)

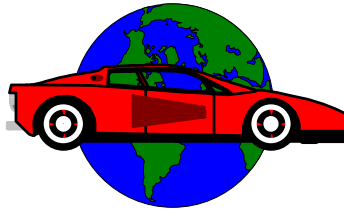
- Competitive Range Determination
- Oral Presentations
- Discussions (if required)
- Submission of Final Proposal Revisions (if required)
- Award



Evaluation Factors

1. Concept of Operations

- Operational Capability
- Management Capability
- Oral Presentation/Understanding the Government's Requirements



Evaluation Factors (Cont'd)

2. Past Performance

- Quality of Service
- Timeliness of Performance
- Business Practice/Customer Service



Evaluation Factors (Cont'd)

3. Small Business Subcontracting Plan

4. Price Proposal

- Option Years and Award Term Years are included in the evaluation of price



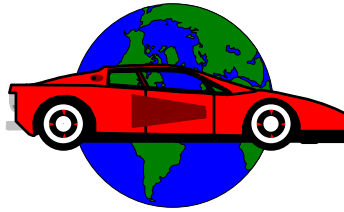
Award Term

- Designed to reward contractor for superior performance
- Awarded in one-year increments IAW Award Term Plan (Attachment 6)
- Potential for Additional Five Years
- Award Terms Priced with Proposal
- Price Adjustments



Award Term (Cont'd)

- Excellent Performance Required
- Initial Evaluation at conclusion of Option Year 2
- 2nd Evaluation at conclusion of Option Year 3, etc.
- Final evaluation concludes at Award Term Year 3



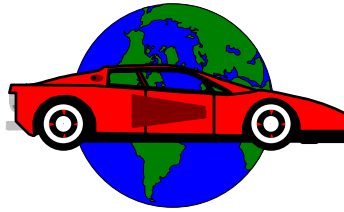
Award Term (Cont'd)

- Performance under award term subject to Termination Provision (Cause) of contract
- Rating other than excellent voids the provision
- Cancellation of any award term year must be made prior to commencement



EVALUATION PERIODS AND AVAILABLE AWARD TERM PERIODS

Evaluation Period	Performance Required to Earn an Award Term	Available Award Term
Year 1/Base Period	Excellent	N/A
Year 2/Base Period	Excellent	N/A
Year 3/Option 1	Excellent	N/A
Year 4/Option 2	Excellent	Year 6
Year 5/Option 3	Excellent	Year 7
Year 6	Excellent	Year 8
Year 7	Excellent	Year 9
Year 8	Excellent	Year 10
Year 9	No Award Term Evaluation	N/A
Year 10	No Award Term Evaluation	N/A



Norfolk VPC Operations

- NISH – Government Mandated Source
 - Provides vehicle processing services only
 - Uniformly Priced Proposal available to all prime offerors
- POC: Gary Juskowiak
Phone: 877-282-3011